SACWN
SACRAMENTO AREA CAREER WOMEN'S NETWORK INC.

VOLUME 10, NO.1 JANUARY 1994

k. d. lang Look-a-like Contest and *SALMONBERRIES*

Iron your best cowgirl duds, do we have a show for you! Join us on Friday, January 21, 1994, at 6:30 p.m. in the restaurant at Sierra 2 and enter the SACWN k.d. lang look-a-like contest. Show the judges your best k.d. smile and win a wonderful prize. Following the contest, we will show k.d. lang's first feature film ***Salmonberries.***

Salmonberries is a story of a 20 year old foundling, who, while searching for parents, finds a love worth fighting for: Roswitha, a librarian from East Berlin, cast away at the end of the world. The story takes place in Kotzebue, an Eskimo trading post in Northwest Alaska. And Kotzebue is the name of the foundling too, who looks like a young man, but is in fact a woman (played by k.d. lang). Following some inner compulsion, she pursues a path to Roswitha's heart, finally declaring her love in a hotel room in Berlin.

DATE:	**Friday, January 21, 1994**
PLACE:	**Sierra 2 Restaurant and Theater** **2791 24th Street (South of Broadway)**
TIME:	**6:30 p.m. Networking; k. d. lang Look-a-like Contest in Restaurant at 7:00 p.m.** **Contest participants must register by 6:50 p.m.** ***Salmonberries* showing in the Theater at 7:30 p.m.** **Theater doors will open at 7:15 p.m**
TICKETS:	**$8 Subscribers; $13 Non-Subscribers** **General admission, no reserve seating.** ***Please purchase your tickets early to insure admission.*** ***See form on inside back page for mail order.*** ***This event is open to women over 21 years of age only.***

FROM THE STEERING COMMITTEE

What a wonderful way to end 1993! SACWN had two very successful events in October and November of 1993. You loved the Halloween Dance and really "got into it" with the many wonderful costumes. Thank you to each of you for your energy and excitement.

We had the largest number of dancers for the year, and plan to repeat a "good thing" for our Valentine Dance on February 12, 1994. Second Wind will join us again at the Unitarian Universalist Society.

And the Margie Adam Concert was a success. We sold 415 tickets, and made a profit for the organization. We reported earlier that we were quite nervous about producing a performer with so many supporting needs. This concert had more significant "up front" costs than any other SACWN event in recent history. Not counting staff time, we put up $5,135 to prepare for the concert. Costs included rental of the Crest, lights and sound equipment plus Margie's fee and expenses (for a total of $3,348), piano rental and tuning ($466), required insurance ($275), signers, flowers and ticket printing of ($246) and advertising ($800). The good news is we sold $6,489 in tickets, for a net profit of $1,354 for the event. Those last 67 tickets that were our profit sold on the day before the concert! It got scary! While the profit was only about half of last year's deficit, it does allow us to move into the new year with some flexibility. So thank you for all of your support, and wasn't Margie wonderful?

Thanks also to the 27 people who returned the November Subscriber Survey and provided us with their perspective on how they think SACWN is doing. While we are not sure that a return rate of only 6% accurately represents the membership, we do appreciate your response. You'll find parts of the survey results elsewhere in this newsletter. If you'd like a complete copy of the responses, call the SACWN office. We'll be glad to mail it to you.

We think you'll enjoy the January show. We have waited a long time for the acting debut of k.d.. Be sure and get your tickets early. We expect a sold out house!

May the New Year be filled with Peace and Happiness for you and everyone that you love.

SACWN STEERING COMMITTEE

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SACWN ADVERTISING RATES

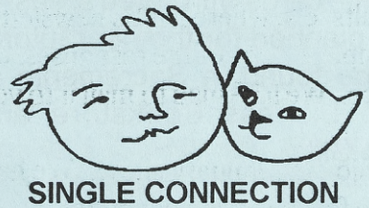
Type	Member	Non-Mem
1/2 Business Card 1 3/4 x 1 3/4	$14	$21
Business Card 3 1/4 x 1 3/4	$25	$37
Two-column ad 4 1/2 x 2 3/4	$40	$60
Quarter page 3 1/2 x 4 1/2	$50	$75
Half page 7 1/8 x 4 1/2	$90	$135
Full page	$160	$240
Classified ads (per word)	.40	.60
Discounts (pre-paid) 1 year	20%	
Discounts (pre-paid) 1/2 year	10%	

SPECIAL INTEREST GROUPS - JANUARY

The SIGS are a "special" way to get involved with SACWN. These activities are open to all women and are coordinated by SACWN subscribers. Our thanks to the facilitators and have fun SIGing in 94!

BRIDGE

Bridge games are held at **2 p.m. on Sunday afternoons**. On the second Sunday, the game is at Marsha's home and on the fourth Sunday the game is at Jean's home. Cost is $1 per Sunday. Call **Marsha at 442-3093** by Friday if you plan to attend. Beginner lessons are available during the week. Check with Marsha.



SINGLE CONNECTION

Thanks to all of you for making our Christmas Party a huge success! Special thanks to Jane for her home and hospitality.

Events Planned:

January 8 and every second Saturday-A Bike Ride (11-1 p.m.) at Watt Avenue underpass (La Riveria Drive to River Access). Slow and advanced groups- Bring a snack. Rain cancels. Don't ride alone.

January 21 - New Helveticia's (1215 19th Street) at 5:30p.m. We will meet for friendly get together and plan future activities before heading to the SACWN event.

February 5 - Valentine Party, 4 p.m. potluck. Bring your most romantic valentine card and a dish to share. **RSVP to Angie 979-1253 or Cynthia 991-3702.**

Future events for the Single Connection include kite flying in March, overnight to Reno in April. Feel like going out - we gather for CW dancing, movies, games, coffee or just plain conversation. **Call for weekly update!**

LATE-BLOOMERS

If you are **25+ and interested** in exploring your love for women - come join us for a time to sort out thoughts, feelings, and for socialization. Call **Eva at 878-9253** for date and location.

TOP TEN

We had a wonderful dinner at the Shot of Class before the Margie Adam Concert. Wish you had been there!

These women over 50 will meet at Lise's on Saturday, January 15 at 3 p.m. for a potluck and rap session to plan for 94. Call **Lise, 452-4948** for more details.

HIKING

Nancy will be leading the hiking group this month. Call her at **454-5847** about the excursion to a very special place.

RAINBOW CAMPERS

Look for our potluck date in February to plan our summer camping schedule. In the mean time, keep the home (camp) fires burning! For more information, Call **Jayne at 921-6642.**

NEWCOMERS GROUP

New to SACWN? New to SACTO? Or just new? A "welcome brunch" is held the last Sunday of every month at 1:30 p.m. Meet January 30 and February 27 at Incredible Edible, Alhambra and N Streets. All facilitators and members invited. Call **Angie at 979-1253 or Cinder at 676-0641**

INTO ART!

Working as an artist can be isolating. Want to talk to others who share your ups and downs? Call **Carmen at 455-9253.**

GOLF

Give **Judy a call at 428-4685** to find out the details about their Thursday game.

THE WALKING GROUP

Let's walk! **Reine** can be reached at **448-5412**.

COUPLES CONNECTION

Super Bowl Party on January 30th for those that watch football! Others will play cards and games. Bring snacks. Call **Lesha or Cinder at 676-0641.** Will be held at Michelle's house, call for directions.

POKER FOR COUPLES

We love poker, want to join us for a game? Call **Kym and Jane at 649-1182.**

SUCCESSFUL SACWNITE

Joan Greenfield is a woman with several professional identities. She's a teacher at Sacramento City College in the Dental Health Department where she prepares students to become Dental Assistants and Hygenists. She also coordinates continuing education for the college in the field of Dental Health. She's an author of a book, written fourteen years ago, that prepares students for the state licensing exam for Dental Assistants and Hygenists. And based on that book, Joan established *J. Productions*, her company that prepares students to take the state board exam.

Three years ago, Joan began another business, *First Blush Cards*. Following in the footsteps of her father, Joan is a photographer by avocation. When she couldn't find greeting cards that reflected her lesbian lifestyle, she turn to her photography and began developing a line of lesbian greeting cards. "I wanted to change what lesbians are like in the minds of others. I wanted to give us something to affirm ourselves and our lives". And so, *First Blush Cards* was born.

Joan created 23 year-round images and two Christmas holiday cards to start the line. The cards are now in 150 stores around the country, about a third of them in mainstream establishments. "The mainstream stores that stock the cards are "art type" shops. Someday I want the cards to be in all card shops. They should just be there."

Last year Joan displayed her cards at the New York Stationery Show. It was the first openly lesbian product line to ever appear at a national stationery show. "We put a huge ad in the directory for the show - an infomercial type ad, talking about our product. The response was overwhelming. We were featured in three trade journals in this country, one in England and one in New Zealand."

Joan sells the cards through more than 40 sales representatives across the country. Ten new images are set for release in February including an anniversary card. While most of the card are in black and white, the new line will feature full color cards and black and white cards with tinted areas. A calendar is also planned for the near future. The cards can be found in Sacramento at Postcards, Etc. Lioness Bookstore and Monet's Cards & Gifts.

Joan gives the following advice to entrepreneurs. "Get enough background information so you know what you are doing. Have enough funding for 2 to 5 years, that's what it will take, and follow your heart. You are never going to please everybody so, know your market and then please yourself."

"My best model is Cathi, my life partner of almost three years. She is supportive of what I'm doing and becoming a fine photographer herself." The household also includes Rita B. Kitty and Chardonnay, a 14 year old golden retriever.

"I didn't start *First Blush* to make money. I'll be happy if the cards someday pay for themselves. I feel I am doing something really important. Success to me is doing something you love and doing it well."

SACWN CALENDAR FOR 1994

Here is what we have planned so far for the new year. Mark your calendars. You won't want to miss these events!

Friday, January 21
k. d. lang Look-a-like Contest and video, "*Salmonberries*" starring k. d. lang. Sierra 2 Theater, 2791 24th Street, Sacto.

Saturday, February 12 "Woman in My Heart" Valentine Dance featuring "Second Wind" Unitarian Universalist Society, 2425 Sierra Blvd., Sacto. Watch for the flier in your mail.

Friday, March 18 Women's Herstory Program featuring author Dell Richards, speaking from her book, "*Superstars: Twelve Lesbians Who Changed the World*" and the Sacramento Women's Chorus.

Friday, April 22 Sunniva Sorby, American Women's Expedition. Member of the first all women's team to ski from the edge of Antarctica to the South Pole.

Friday, May 20 - Comedy
Friday, June 10 - Lesbian Film Festival
July 22-24 - Second Annual Sacramento Women Gathering
Friday, August 19 - Comedy
Friday, September 23 - Music
Saturday, October 29 - Halloween Dance
Saturday, November 19 - Major Performer

IN THE COMMUNITY

EVERY THURSDAY-
KZFR 90.1 FM from Chico presents ***Face the Music***, hosted by SACWN member Lindy Hoppough and Betsy Gowan. The program can be heard in many parts of Sacramento County. This wonderful show plays lesbian artists and announces events in the greater gay community, including SACWN events.

February 26, 7:00 p.m.
Second Annual **Film Festival** presented by the Sacramento Women's Center. Tickets are $10 and can be purchased from Lioness and at the Center, 1924 T Street (736-6942).

March 12-18
Celebrate Diversity, an educational campaign to promote understanding and sensitivity toward diversity presents "**Peace by Piece**", an art exhibit that will "progress through a series of transformations" each day at 5 p.m. in the University of Pacific main library. For information call 209/941-0866.

May 11
Sacramento Women's Expo '94 will recognize women's role as business owners and professionals and celebrate women's contributions to the area's economy. To exhibit, call 443-1705 for information.

SACWN EXCHANGE

An Affirmative Action Officer for CALTRANS is looking for women who are interested in non-traditional job opportunities. Positions include electricians, heavy equipment operators, landscape workers, maintenance workers. Call Ruben Jimenez at 209-948-7981 for information.

The SACWN office has had a request for a lesbian mother to speak to daytime college class regarding non-traditional families. If interested call SACWN at 451-8034.
DAVIS SACWNites - interested in meeting again in the city to the west? We just need someone to take the lead! Call SACWN.

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May 11, 1994, 11 am - 7 pm -- Holiday Inn -- Exhibitor space is still available.
Call (916) 443-1705 for more information.

Telephone (916) 361-3118 By Appointment

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SACWN SAYS....

COMMUNITY - An interactive population of people with a common characteristic or interest, living together within a larger society. Are we a community? Can we be a community? What does it mean to be a community? What are the norms, values, and standards in our community? What does "responsibility" mean within the community? In the 70's, I felt as if I was at home in the lesbian community. But I have changed and my community has changed and I don't have a clear understanding any more. I just know that I miss that "at home" feeling. **Would you like to talk about community?** I would. I'd like to hear other perspectives, explore feelings, try to understand. Let's meet on January 12th, at the SACWN office, 6:00 p.m. RVSP to Sandy 451-8034.

CHANGE IN JANUARY PROGRAM - Yes, you did see a comedian named Lynn Lavner advertised at the November event for the January program. The best laid plans...but the substitution of *Salmonberries* will not disappoint you. FYI - Salmonberries are salmon colored, raspberry-shaped berries. They are the citrus fruit of the north and contain twice as much vitamin C as oranges.

MAZER LESBIAN COLLECTION - Imagine yourself in a room surrounded by almost a century of lesbian manuscripts, books, newspapers, magazines, photographs, organizational papers, tapes, letters, scrapbooks, flyers and artwork. Imagine sharing with other lesbians the excitement of rediscovering the lives and struggles of the women who have come before us. You have just imagined your self at the June L. Mazer Lesbian Collection, a lesbian archives in West Hollywood. For more information, call 213/659/2478.

WHAT WAS SHE THINKING? When a male journalist asked k.d.lang what she was thinking while posing with Cindy Crawford shaving her, she replied, "Exactly what you would have been thinking!"

RESPONSE TO SACWN SURVEY - Thanks for responding to the survey in the last issue of the newsletter. The steering committee will be incorporating your comments into the planning for the coming year. We also think it is important that we reflect those comments back to you, so this newsletter contains some of your responses. For a complete copy of the survey summary, call 451-8034.

What did we learn from the survey? By grouping and rounding your responses, you rated the monthly programs as follows:

	High	Average	Low
Overall Programs:	76%	16%	8%
Networking Time and Opportunity:	72%	20%	8%
Atmosphere:	76%	12%	12%
Variety of Programming:	76%	12%	12%
Choice of Artists/Programs:	72%	16%	12%
Ease in Obtaining Tickets:	90%	5%	5%
Location Selection:	73%	18%	9%

21% of the respondents attend more than 8 events a year, while 43% attend between 4 and 8 events a year. 36% attend less than 4 events per year. Of those who responded, 28% have been members less than 2 years, 33% have been members for more than 2 but less than 5 years and 38% have been members more than 5 years. See page 9 for more responses fromthe survey.

DANCE IN FEBRUARY - Watch the mail for a flier to assist you in obtaining tickets for the Valentine Dance. To avoid the three day holiday, our event will be earlier in the month than usual. Dance tickets will also be available at the January event.

Suzan Pope
at Victoria's

SUZAN POPE

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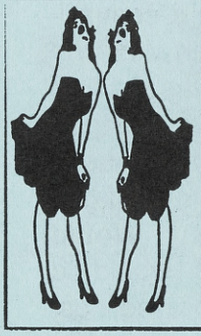

Country Western Dancing Classes
For the Lesbian & Gay Community
Mondays, Starting January 17th
Partner Dances/Beg. Level: 6:00 pm
Line Dances Only: 7:15 pm

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SACWN SUBSCRIBER SURVEY SUMMARY
NOVEMBER 1993

To follow is a partial summary of the responses received. For a complete copy, please call 451-8034.
Replies were received from 27 women or about 6 %. A total of 450 newsletters were distributed.

You were asked to indicate your level of interest in the following as monthly programs. The number following the equal sign is the number of people who chose that score to indicate their interest.

	Low									High
Dances	0=1	1=2	2=1	3=	4=2	5=3	6=	7=1	8=2	9=2	**10=13**
Comedians/Comedy	0=	1=1	2=	3=	4=1	5=	6=1	7=1	8=3	**9=9**	**10=11**
Lesbian Singers, singing about lesbian life	0=1	1=2	2=	3=3	4=	5=2	6=1	7=1	**8=5**	**9=3**	**10=8**
Movies, Videos by women about women	0=	1=2	2=	3=	4=1	5=2	6=	7=	**8=8**	**9=3**	**10=9**
Lesbian Authors	0=1	1=1	2=1	3=2	4=1	5=3	6=2	7=2	**8=3**	**9=4**	**10=9**
Unknown/ lessor known lesbian performers	0=	1=1	2=1	3=2	4=1	5=3	6=2	7=2	8=3	**9=5**	**10=8**
Major lesbian performers	0=	1=	2=	3=1	4=	5=1	6=1	7=3	8=3	**9=4**	**10=9**
Lectures with lesbian "achievers"	0=2	1=2	2=1	3=	4=1	5=3	6=	7=2	**8=5**	**9=6**	10=4
Lesbian musicians, bands, combos	0=	1=2	2=1	3=	4=	5=3	6=2	7=2	**8=7**	**9=3**	**10=6**

In you opinion, what is SACWN's greatest strength?

Networking people of similar likes
Supporting a community and our values
Good leadership
Great monthly programs (2)
All women attracting professionals
Socialization
Staff
Variety of programs
Size of organization (2)
The ambience - such energy
Clear focus for lesbian women
Rosy Metrailer
Consistently trying to meet needs of members
A safe place for lesbians to gather (2)
Getting lesbians together
Unity and pride in who we are
Quality of members
Newsletter (2)
It exists
Support
Persistence, committed to change to provide members needs
Commitment to providing lesbian space and programming

In your opinion what is SACWN's greatest weakness?

Running into ex's
Did not like Saturday film festival
Some programs too pricey
Don't like where events are held
Apathy of community (2)
Not political (2)
Identify changing circumstances and respond to them
Not having our own meeting space
Potential for gossip
Rigidity, same people making same decisions year after year
Unwilling to accommodate change and diversity (invite men to events, do some political things)
The organization is classist, has reputation for being snobby and attracting competitive elbow rubbers
Not mentioning more outreach to other groups, resources, being a Lesbian News Update
Need to find a way to improve our image - network long term members with new ones
Need to accommodate wider age group; focus is on 45-60 age group
A lack of understanding among membership relative to what events are possible
Ongoing rumors that you hear that SACWN is too elitist

SACWN

We sincerely appreciate the support of our advertisers throughout the year. Their contribution pays for most of the printing and mailing costs of the newsletter and directory. We hope you will support them and tell them you saw their ad in SACWN.

John Batchelor
Country Western Dance Classes

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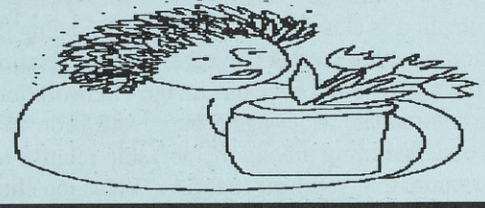

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Limited Income Subscriber* (Student/Senior/Disabled)	$24/year
Sustaining Subscriber**	$48/year

Enclose check and mail to: **SACWN, Inc., 1616 29th Street Suite 310, Sacramento, CA 95816**

Name(1) Name(2)

_____

Address _____

City_____State_____ Zip_____

Phone(H) _____ (H)_____

Phone(W)_____ (W)_____

Career Interests

(1)_____

(2)_____

This form is NOT a permanent record. Please note: Names on checks are listed in our financial records and may be audited. You may elect to pay cash for your subscription and/or admission to our events. For your protection, do not send cash through the mail. If subscribing by cash, please make your payment at the next meeting you attend. A $10 fee will be charged on returned checks.

WAIVER - I AM AWARE THAT CERTAIN RISKS OR INJURIES COULD OCCUR ARISING FROM MY PARTICIPATION IN SACWN, INC. EVENTS AND/OR SPECIAL INTEREST GROUPS. IN CONSIDERATION OF THE RIGHT TO PARTICIPATE IN SUCH EVENTS, SOME OF WHICH MAY INVOLVE STRENUOUS ACTIVITY (I.E. HIKING, GOLFING, SKIING, CYCLING, ETC.), I HEREBY ASSUME ALL RISKS AND WILL HOLD SACWN, INC. AND ITS MEMBERS HARMLESS FROM ALL LIABILITY WHICH MAY ARISE IN CONNECTION WITH THESE ACTIVITIES.

Signature_____ Date_____

Signature _____ _____ Date_____

*LIMITED INCOME - We consider a person living on a limited income to be anyone who is having a difficult time paying for basic necessities - food, utilities and rent - and who rarely considers entertainment as part of her budget.

* SENIORS -Age 65+ on Limited Income; STUDENTS - Students 21+ on Limited Income; DISABLED - Disabled Citizens on Limited Income.

**SUSTAINING - Contributing a little extra to help supplement others (Seniors, Students, Disabled) on limited income.

k.d.lang Look-a-like Contest and *Salmonberries*

Friday, January 21, 1994
From 6:30 p.m.

Sierra 2 Restaurant and Theater
2791 24th Street, Sacramento
General Admission Seating in Theater

NAME _____

ADDRESS _____

CITY _____ STATE ____ ZIP ____

PHONE _____

Category	# Tickets	Subscriber Name or #
Subscribers- $8	_____	_____
Limited Income- $6 (Seniors, Disabled, Student Subscribers)	_____	_____
Non-subscribers-$13	_____	

Total Tickets: _____ Total Enclosed $_____

Please include a **self-addressed stamped** envelope with a check made payable to SACWN.
Send to:

SACWN
1616 29th Street, Suite 310
Sacramento, CA 95816

Tickets may be picked up at the above address when pre-arranged. Call 451-8034 for information.

SACWN

SACRAMENTO AREA CAREER WOMEN'S NETWORK INC.

1616 29th Street, Suite 310
Sacramento, CA 95816

SACRAMENTO, CA 958
PM
04 JAN
1994

BULK RATE
U.S. POSTAGE PAID
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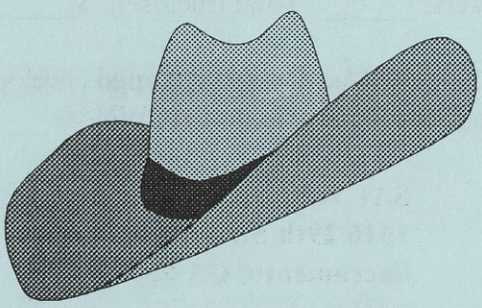

Dust off your boots!
k.d.lang Look-a-like Contest on January 21!